

Message Text

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E.O. 11652: N/A

TAGS: BEXP ECRE EIND QA

SUBJ: MAJOR PROJECT: EXPANSION OF FERTILIZER PLANT

1. WE INFORMED THAT QATAR FERTILIZER CO. (QAFCO) WILL DOUBLE CAPACITY OF UMM SAID FERTILIZER PLANT. QAFCO IS NATIONAL COMPANY, 63 PERCENT OWNED BY GOQ. OTHER SHAREHOLDERS ARE NORSE HYDRO (20 PERCENT), HAMBROS BANK (10 PERCENT) AND DAVY POWER-GAS (X)(SEVEN PERCENT). COMPANY OPERATES UMM SAID PLANT WHICH WAS COMMISSIONED IN 1973. PRESENT PRODUCTION CAPACITY IS 1000 METRIC TONS UREA AND 900 METRIC TONS AMMONIA PER DAY. PLANT IS MANAGED BY NORWEGIAN FIRM NORSE HYDRO WHICH ALSO HAS RESPONSIBILITY FOR MARKETING. GIBB-ERWANK (UK) SERVED AS CONSULTANT FOR PROJECT AND DAVY POWER-GAS (UK) WAS MAIN CONTRACTOR.

2. NORSE HYDRO WILL ACT AS CONSULTANT AND PROJECT MANAGER FOR EXPANSION WHICH WILL INVOLVE THREE MAJOR STAGES: ADDITION OF NEW 1000 TPD UREA AND 900 TPD AMMONIA UNITS AND CONSTRUCTION OF AMMONIA STORAGE TANK. BIDS HAVE BEEN RECEIVED FOR STORAGE TANK FROM FIVE FIRMS, INCLUDING ONE US, CHICAGO BRIDGE AND IRON. QAFCO OFFICIAL SAID THAT FIELD WILL BE NARROWED TO TWO FIRMS IN AUGUST WITH FINAL DECISION EXPECTED IN SEPTEMBER.

3. QAFCO HAS CHOSEN AMMONIA PROCESS DEVELOPED BY DTU FIRM STAMMICARBON AND QAFCO OFFICIAL NOTED THAT STAMMICARBON WILL SELECT CONTRACTOR F

CONSTRUCTION OF PLANT THAT IS FAMILIAR WITH
PROCESS. CONSTRUCTION CONTRACT WILL NOT BE OPEN FOR
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INTERNATIONAL TENDER AND DOES NOT APPEAR TO OFFER OPPORTUNITY

FOR US FIRMS.

4. DAVY POWER-GAS SERVING AS CONSULTANT FOR EXTENSION OF UREA PLANT. CONSTRUCTION CONTRACT WILL GO OUT TO INTERNATIONAL TENDER SOME TIME IN FALL. INVITATION TO PREQUALIFY NOT YET ANNOUNCED BUT FIRMS INTERESTED IN BEING INVITED TO BID MAY CONTACT NORSK HYDRO AND QAFCO. COMPANIES SHOULD PROVIDE STATEMENT OF PAST EXPERIENCE IN FIELD. ADDRESSES FOLLOW:

QATAR FERTILIZER CO.
P.O. BOX 10001
UMM SAID, QATAR
ATTN: MR. SAID MISHAL

NORSK HYDRO A.S.
BYGDO ALLE 2
OSLO, NORWAY
ATTN: MR. JAEGER, PROJECT MANAGER

REQUEST USDOC ADVISE US FIRMS OF THIS OPPORTUNITY.

4. IN ADDITION TO MAJOR ASPECTS OF EXPANSION DESCRIBED ABOVE, THERE WILL BE NUMBER OF OTHER TENDERS INCLUDING POWER PLANT (FIVE GAS TURBINES WITH CAPACITY OF 10MW EACH), DESALINATION PLANT WITH APPROXIMATE CAPACITY OF 500,000 GALLONS PER DAY AND 90,000 METRIC TON CAPACITY UREA BULK STORAGE WAREHOUSE. FIRMS INTERESTED IN ANY OF THESE SUBCONTRACTS SHOULD ALSO CONTACT NORSK HYDRO.
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